

# United States Army Medical Research Acquisition Activity USAMRAA



*Mr. Paul Michaels  
Director, USAMRAA  
Principal Assistant  
Responsible for Contracting (PARC)*



**Protect, Project, Sustain**

# USAMRMC Functions

★★★ CG, MEDCOM ★★★  
★★ CG, USAMRMC ★★

Support the Warfighter on Point for the Nation

Medical  
RDA

Medical  
LOG

Medical  
IM/IT

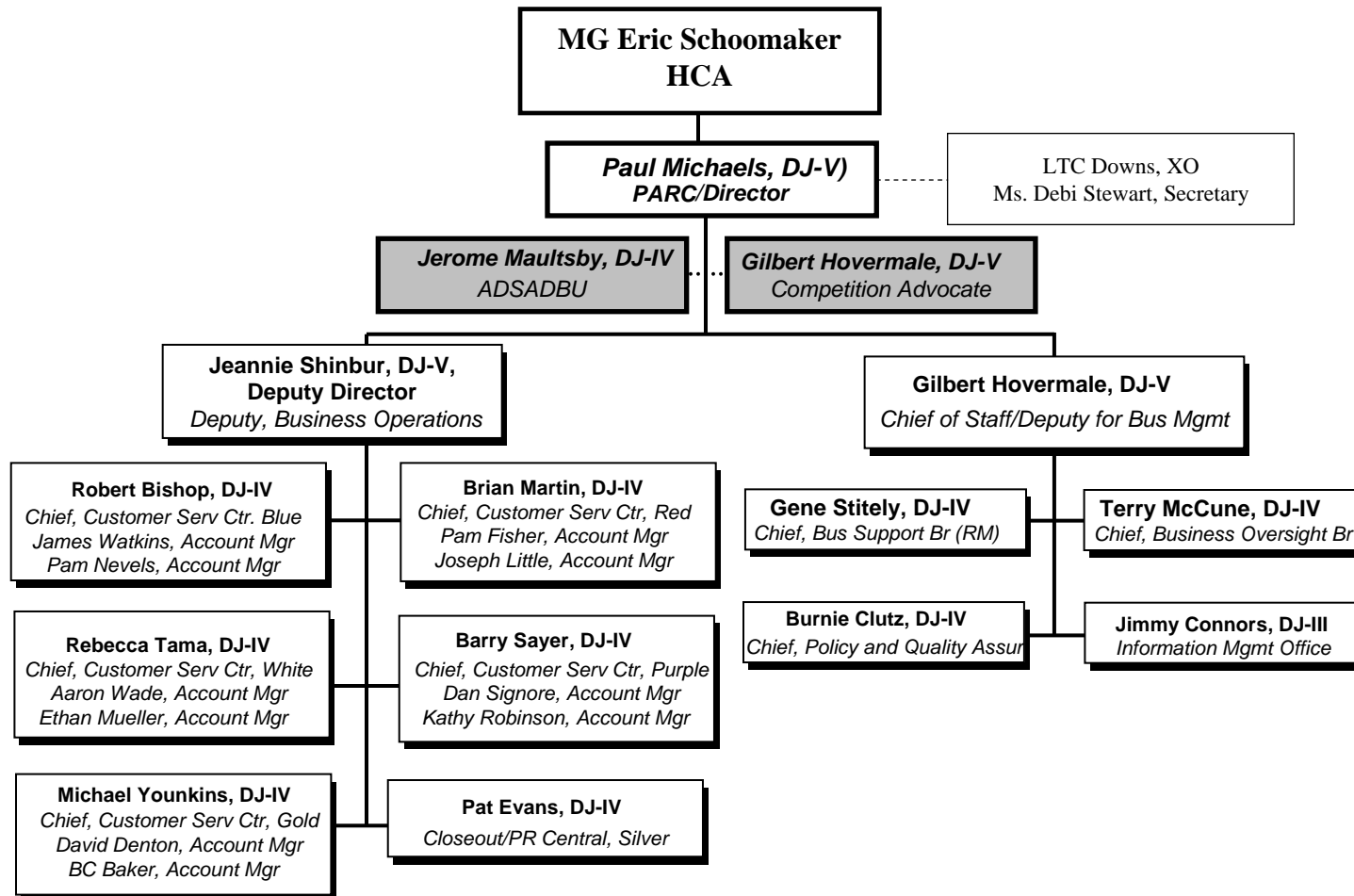
Medical  
Facilities

Cradle-to-Grave Acquisition Support (USAMRAA)



*Transforming Army Medicine*

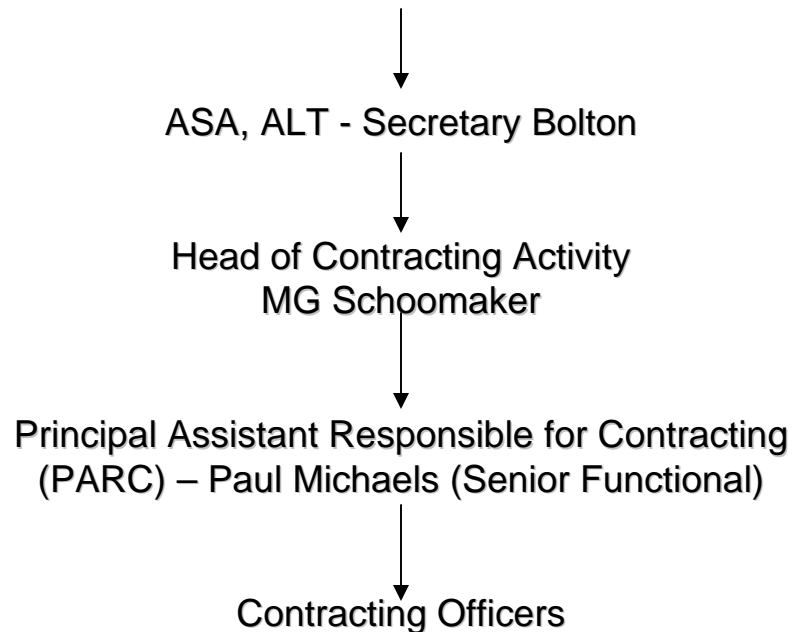
# USAMRAA's Organization



# Contracting

## United States Army Medical Research Acquisition Activity

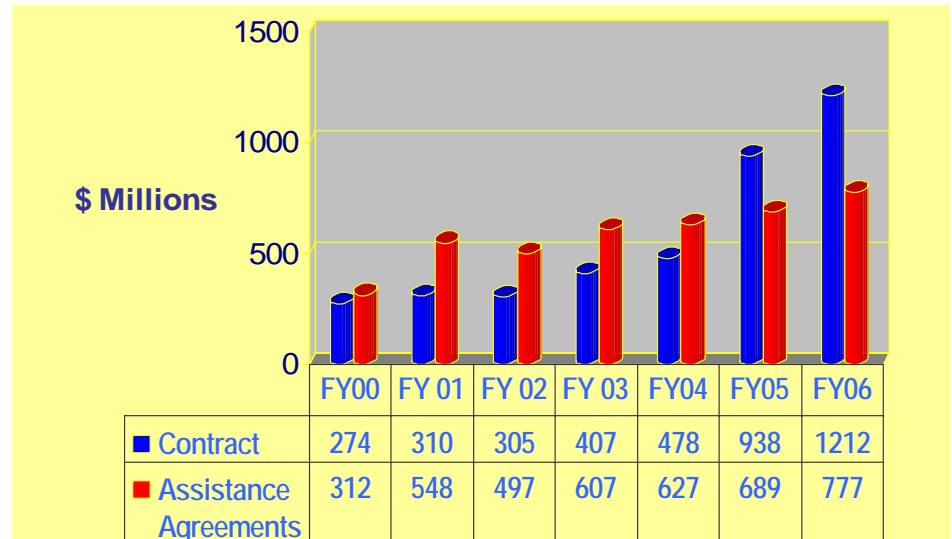
### Procurement Authority



### USAMRAA

- \* Strategic Enabler
- \* Innovative approaches to acquisition  
Cooperative Agreements, Grants,  
Contracts, Rapid Prototyping, COTS  
Solutions, Credit Cards.

Tuesday, November 07, 2006



We provide Acquisition support to the USAMRMC and its Worldwide network of Laboratories, the Fort Detrick Army Garrison, Military Tenant Activities (Signal BDE), OTSG, Congressionally Directed Medical Research Programs and numerous reimbursable customers. The USAMRAA provides quality, timely, and cost-effective business advice and solutions for our customers and other stakeholders.

**USAMRAA**

# USAMRAA's Web Portal



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## U.S. Army Medical Research Acquisition Activity (USAMRAA)

**OSBP**

**Solicitations**

**Assistance Agreements**

**Forms**

**Procurement Advisory Notices**

**Customer Survey**

**BAA**  
Updated 9/1/2006

**PAA**

USAMRAA is the contracting element of the U.S. Army Medical Research and Materiel Command ([USAMRMC](#)) and provides support to the Command headquarters and its worldwide network of laboratories and medical logistics organizations. USAMRAA also supports the Fort Detrick Garrison and its military tenant activities, Army-wide projects sponsored by the Army Surgeon General, and numerous Congressionally mandated programs.

### News

- [New USAMRAA Procurement Stand Down Days \(2006\) Information and Registration](#) New
- [USAISR - Orthopaedic Trauma Research Program \(OTRP\)](#)
- [DoD Bone Health and Military Medical Readiness \(BHMMR\) Research Program Notice](#)
- [Disaster Relief Information](#)

### Hot Topics

[Center of Excellence](#)

[HBCU-MI Briefing Presentations](#)

[Advanced Acquisition Forecast \(AAF\)](#)

[COR/GOR Online Training](#)

[Fort Detrick Business Development Office \(FDBDO\)](#)

[Fraunhofer-Bessel-Award](#)

[FY06 Year End Cut-Off](#)



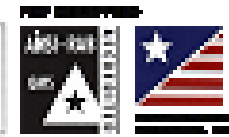
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## *WEB Site*

*Address:* [www.usamraa.army.mil](http://www.usamraa.army.mil)

*Features:* Links to Regulations (FAR, DFARS, AFARS, AI, DODGAR, OMB Circulars)

Special Events/Items (Conferences, RFP's)

USAMRAA Info (EOQ, Mission, Vision)

IMPAC, ISO

*Links:* JTR, PerDiem Rates, Army Acq. Page, Codes (CAGE, SIC, FSC, NAICS), CCR, Wage Determinations





# United States Army Medical Research Acquisition Activity USAMRAA



## How to Do Business with the Fort Detrick



What can your business provide?



- 
- The background image shows several soldiers in orange hazmat suits and black boots walking on a tarmac. They are carrying a large, white, cylindrical object, possibly a medical or chemical container, on a stretcher or cart. In the background, a military aircraft is visible.
- ▼ ***Innovative Products, Services and Business Solutions***
  - ▼ ***Military Relevant & Supports National Defense***
  - ▼ ***Fair and Reasonable Price***

## Marketing Tips



- 
- A background image showing a person's hands typing on a laptop keyboard. The image is heavily blurred and has a blue color cast, giving it a high-tech, abstract appearance.
- ▼ ***Do Your Homework !!***
  - ▼ ***Check Procurement Forecasts***
  - ▼ ***Network – Attend Procurement Workshops & Conferences***
  - ▼ ***Seek Assistance from Mentors or Federal and Non-Profit Organizations***
  - ▼ ***Identify the Program Manager / Procurement Analyst via web site / Telephone Directory***
  - ▼ ***Schedule an Appointment with PM or the Small Business Office at the Installation***
  - ▼ ***Email your Company's Capability Profile***
  - ▼ ***Follow-Up with Telephone Call***
  - ▼ ***What Qualities Distinguishes your Company's Product /Service From Competitors?***
  - ▼ ***List Past Performance with Industry, Academia or Federal Agencies***

## Advanced Acquisition Forecast



Forecast Number	FY Qtr	NAICS	Commodity	Description	Estimated Value Range	Proc Type	POC Info
CDMRP-04-0003	F05-2nd	54199	Administrative and Support	Vision Setting and Programmatic Review Support	\$5,000,000-\$10,000,000	Full	Beverly R. Michaels beverly.michaels@us.army.mil
CDMRP-04-0004	F05-3rd	518210	Administrative and Support	CDMRP Web Site Maintenance and Enhancement Support	\$100,000-\$500,000	Full	Beverly R. Michaels beverly.michaels@us.army.mil
Contractor-05-0001	F05-2nd	541690	Professional, Scientific and Technical Services	Oligonucleotides synthesis service	\$25,000-\$75,000	SB	Gene Probe Technologies Inc., geneprobe@aol.com
Other-04-0001	F05-2nd	541990	Other Services	Audio Visual Svcs for JWAC, Dahlgren, VA	\$100,000-\$500,000	Full	Jennifer Sisco jsisco@jwac.mil
Other-04-0002	F05-3rd	5417	Information, Telecommunications and Media	Medical Bioinformatics Development - Tripler Army Medical	\$75,000-\$100,000	PMU	Dick Broda richard.a.broda@us.army.mil
Other-04-0003	F05-3rd	5417	Information, Telecommunications and Media	Medical Biosensor Development - Tripler Army Medical Ctr	\$75,000-\$100,000	PMU	Dick Broda richard.a.broda@us.army.mil
Other-04-0004	F05-3rd	5417	Information, Telecommunications and Media	ACPG	\$200,000-\$500,000	PMU	Dick richard.a.broda@us.army.mil
SAIC-04-0009	F05-3rd	422690	Wholesale Trade	Dry Ice Product	\$100,000-\$200,000	SB	Donna Follin dfollin@ncicrf.gov
USAMMDA-04-0002	F05-3rd	5417	Professional, Scientific and Technical Services	Production, testing & licensure of Topical Leishmanial	\$5,000,000-\$5,000,000	PMU	Col. Gere jeffrey.gere@det.amedd.army.mil

### Procurement Types:

**SB** - Small Business Set-Aside  
**8(a)** - 8(a) Set-Aside  
**PMU** - Procurement Method Undetermined  
**Full** - Full and Open Competition  
**GSA** - GSA Federal Supply Schedule  
**SS** - Sole Source

**OE** - Option Exercise

### FY Qtr (Government):

**F05-1st** - October-December, 2004  
**F05-2nd** - January-March, 2005  
**F05-3rd** - April-June, 2005  
**F05-4th** - July-September, 2005  
 etc....

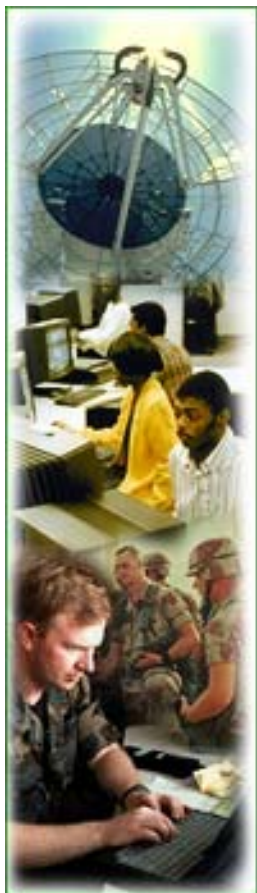
### NAICS-

North American Industry Classification System has replaced the U.S. Standard Industrial Classification (SIC) system. NAICS was developed jointly by the U.S., Canada, and Mexico to provide new comparability in statistics about business activity across North America.

**HOW TO DO BUSINESS  
WITH THE ARMY- 13 STEPS**



## Key Steps:



**Step 1 Know your Products Classification Code (North American Industry Classification System - NAICS).**

**Step 2 Get your licenses to do business - CAGE code & DUNS number.**

**Step 3 Be able to clearly define your product / service in a brief summary (three sentences ~ 30 seconds) and determine your target DOD audience.**

**Step 4 Make doing business with you easy and convenient on your potential customer; carefully consider credit cards (IMPAC).**

**Step 5 Know your customer - their mission and their procurement habits.**

**HOW TO DO BUSINESS  
WITH THE ARMY- 13 STEPS**



**Step 6 Register in the Central  
Contractor's Register Database (CCR)**

**[www.ccr.gov](http://www.ccr.gov)**

**Step 7 You are not alone. Take  
advantage of established assistance.  
(e.g. Procurement Technical  
Assistance Program – PTAP)**



**Step 8 The Small Business Administration is a key advocate, don't  
leave home without them.**

**Step 9 Subcontracting can provide a Primary benefit to your bottom  
line.**

**Step 10 Having your product/service listed in the GSA schedules is  
another way of providing ease and convenience to your customer.**

## **HOW TO DO BUSINESS WITH THE ARMY- 13 STEPS**



**Step 11 Before you can play in the game you have to know the rules (and your rights). The most important rule is that the rules are constantly changing.**

**Step 12 A major source of Federal Business opportunities (potential revenue ) is [www.fedbizopps.gov](http://www.fedbizopps.gov) and should be monitored daily.**

**Step 13 Make an impact!**




## Federal Business Opportunities



# Fed Biz Opps

Federal Business Opportunities

★ Find Business Opportunities 

★ General Information

▶ [Section 508 Vendor Notice](#)

▶ [Interface Description](#)

▶ [Management Responsibility](#)

▶ [Frequently Asked Questions](#)

★ Privacy and Security Statement

▶ [Privacy and Security Statement](#)

★ FedBizOpps News

▶ [What's New?](#)

▶ [FBO Awards](#)

▶ [508 Compliance](#)

FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

**FedBizOpps**  
**BUYERS**

**FedBizOpps**  
**VENDORS**

★ Related Links

▶ [Business Partner Network \(BPN\)](#)

▶ [Central Contractor Registration \(CCR\)](#)

▶ [Demo FBO](#)

▶ [Federal Agency Business Forecasts](#)

▶ [Federal Assets Sales](#)

▶ [Federal Grants](#)

▶ [Firstgov](#)

▶ [Minority Business Development Agency](#)

▶ [SUB - Net \(Subcontracting Opportunities\)](#)

▶ [Vendor Notification Service](#)

★ Contact Information

▶ [Email: fbo.support@gsa.gov](mailto:fbo.support@gsa.gov)

▶ [Phone: 877-472-3779 \(Toll Free\)](tel:877-472-3779)

The FedBizOpps Team is committed to Section 508-compliant accessibility.



# New Product or Idea (NPI) Website Highlights



- Background – MRMC requested web based product
- Looks like Broad Agency Announcement (BAA) website – no contracted team of reviewers
- CDMRP, RADs, USAMMDA, USAMMA, USAMRMC, or CBMS review vendor's submissions



# New Product or Idea (NPI) Website Highlights



- Dispositions
  - Forward to another reviewer
  - Full proposal encouraged. Submit proposal to RAA IAW FAR 15.602 – Unsolicited Proposals
  - Possible future requirement, contact FDBDO
  - Possible future topic under SBIR/STTR program
  - No relevance to USAMRMC's research mission
  - Proposal is outside scope of USAMRMC, contact \_\_\_\_\_ for possible research support
- HQ MRMC has database oversight - RAA assists